

TecAlliance E-Newsletter

Greater China

Version March 2026

联系我们





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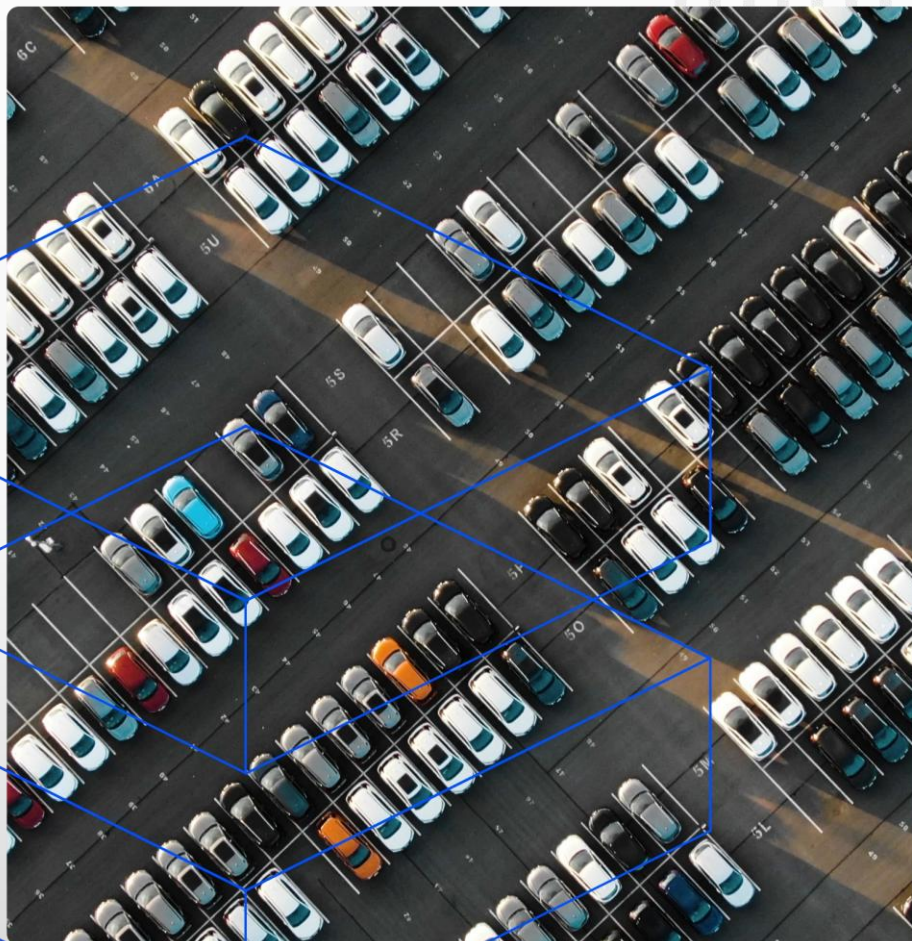
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01



Market Outlook

- PC China Mainland
- PC Hong Kong and Taiwan

CN Mainland Highlights – Škoda will exit Chinese Market.

Discussion on Hot Topics China Mainland

Škoda Vehicle

64 u.n. K-Type
11 u.n. Sales Designations

Škoda VIO

28,60thou+ VIO
310thou+ Registered in 2016
43.24% Octavia
66.52% Hatchback

Škoda Average Age

9.49 yrs In Average
1.74+ Compared to total



Volkswagen China Responds to Škoda's Withdrawal from the Chinese Market

Škoda's vehicle sales in China will continue until the middle of this year. After that, comprehensive warranty and after-sales service support will still be provided to vehicle owners. Volkswagen China also stated that Škoda has adjusted its global strategy and will now focus on high-growth markets such as India and ASEAN.

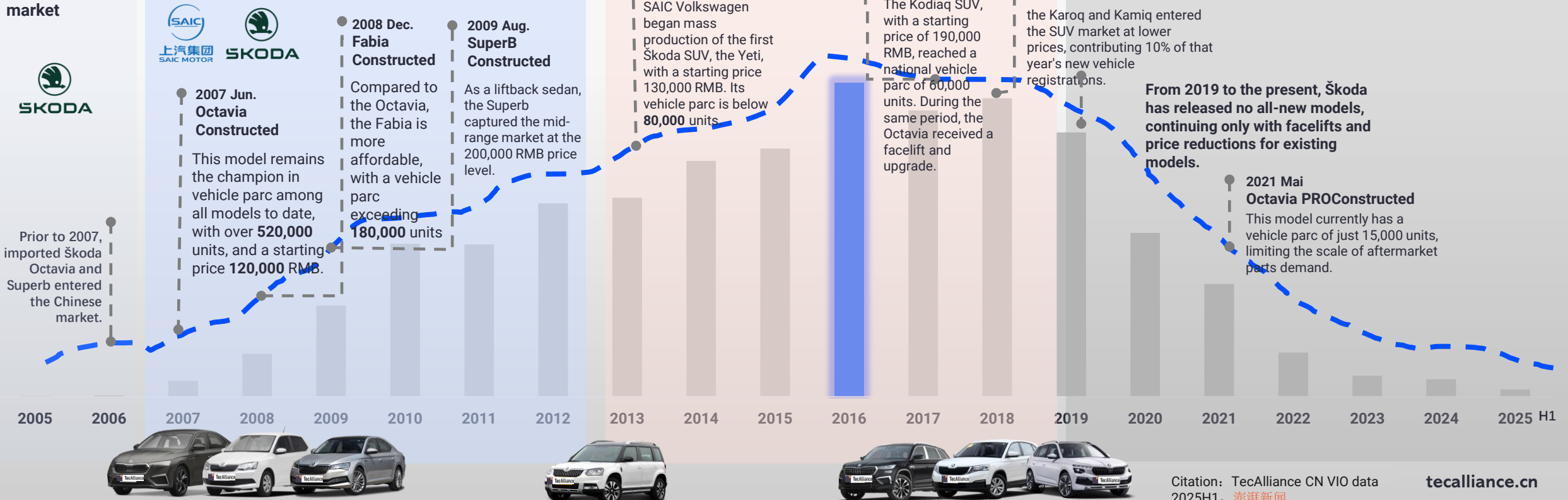
Trend of new vehicle registrations for imported Škoda and SAIC Škoda from 2005 to H1 2025

Phase I: Imported models introduced into the Chinese market

Phase II : The inaugural year of SAIC Škoda saw the mass production of several family sedans, expanding the vehicle parc for aftermarket parts support.

Phase III: SUV R&D and mass production phase, peak period for new vehicle registrations

Phase IV: With no new model introductions and only ongoing facelifts and price cuts for legacy models, new vehicle registrations dropped sharply, subsequently impacting aftermarket parts demand.



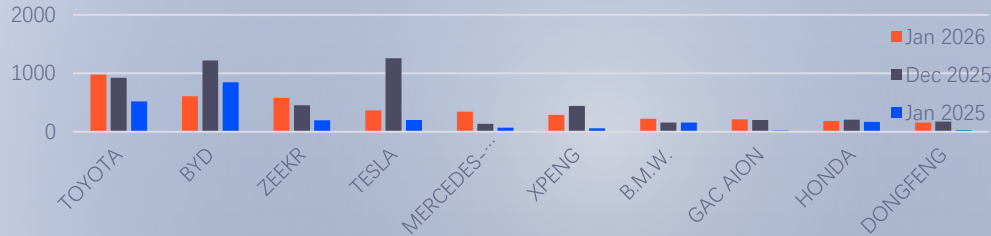
Hong Kong and Taiwan Highlight Vehicle News

Taiwan and Hong Kong Market Overview

In January 2026, the total car sales in Hong Kong reached **4,991** units, with domestically-produced new energy vehicles performing excellently in the territory. Taiwan sales in March 2026 amounted to **39,318** units, most estimates predict that the market will recover in 2026..

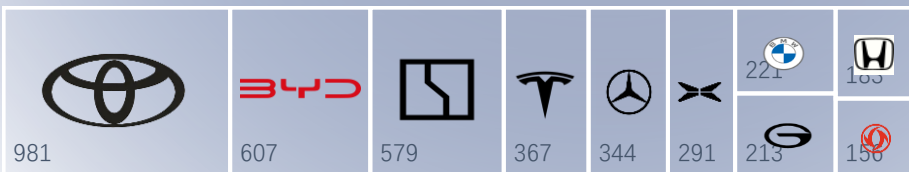
January 2026 Automotive Market Brand Sales and Production Analysis New energy takes full dominance, fuel vehicles accelerate their exit

In January 2026, the total car sales in the Hong Kong market reached 4,991 units, a decrease of about 21.2% month-on-month compared to December 2025 (6,337 units), and a significant increase of 67.3% year-on-year compared to January 2025 (2,983 units). In Hong Kong's new car market, the sales of new energy vehicles (including pure electric and plug-in hybrids) accounted for over 75%, marking the official entry of Hong Kong's car consumption into the 'electric-dominated era'.



Toyota ranks first with stable sales growth

Toyota remained firmly in the top position with 981 units, holding a market share of about 25.8%, a month-on-month increase of 5.9% compared to December. BYD sold 607 units, a drastic month-on-month drop of 50.1% from December. ZEEKR sold 579 units, a month-on-month increase of 27.2%. Overall, sales have returned to stability, and the market has entered a phase of endogenous growth.

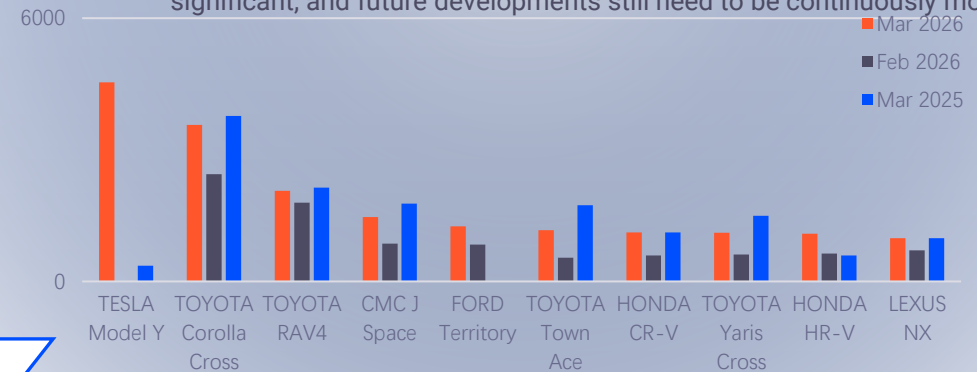


HK

March 2026 Taiwan Automobile Market Production and Sales Analysis The market opened steadily, and the trend stabilized

In March 2026, Taiwan's new car market recorded cumulative sales of 39,318 units, representing a growth of over 78% compared to February. This significant increase is mainly due to February having only 14 working days. However, compared to January 2026, which had 35,073 registered units, there is still an increase of over 12 percentage points.

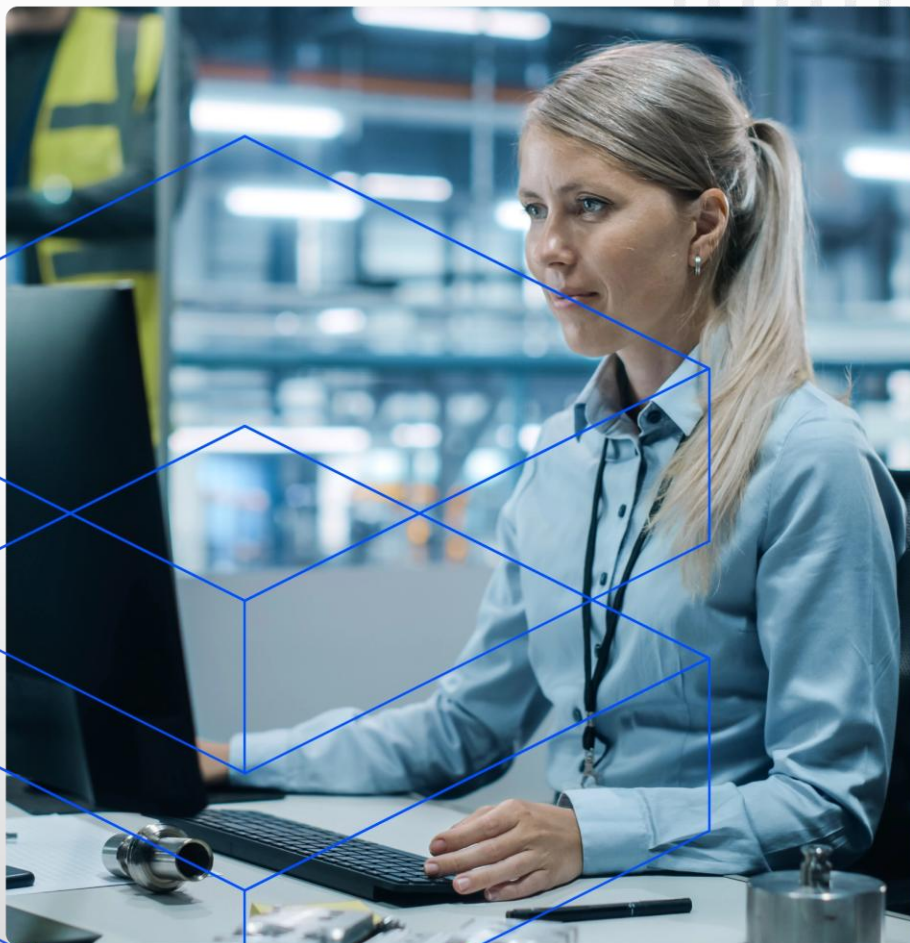
Looking at the accumulated annual figures, the total market for the first quarter has reached 96,434 units, which is only slightly behind the first quarter of 2025 by 3.4%. Don't forget, in February, the total market's cumulative figure compared to the same period in 2025 was only 91.3%. Regarding the market stabilization trend, the first quarter of 2026 can be considered to have had a stable start. However, the impact of tax issues, global conflicts, and economic factors remains significant, and future developments still need to be continuously monitored.



TW

Note (Data Source): Transport Department of the Government of Hong Kong Special Administrative Region, [U-CAR](#) News

02



TecAlliance Data

- PC/LCV
- Original Equipment Research
- TecRMI is returning

Overview of New Added Vehicle(KType No.) 2026

In March 2026, newly launched cars cover a total of **206** KTypes, including **140** facelifts (model year updates or configuration optimizations), **37** new model (new displacement or power options), and **29** new types

2026 3.01-3.31 New Types Monthly Snapshot

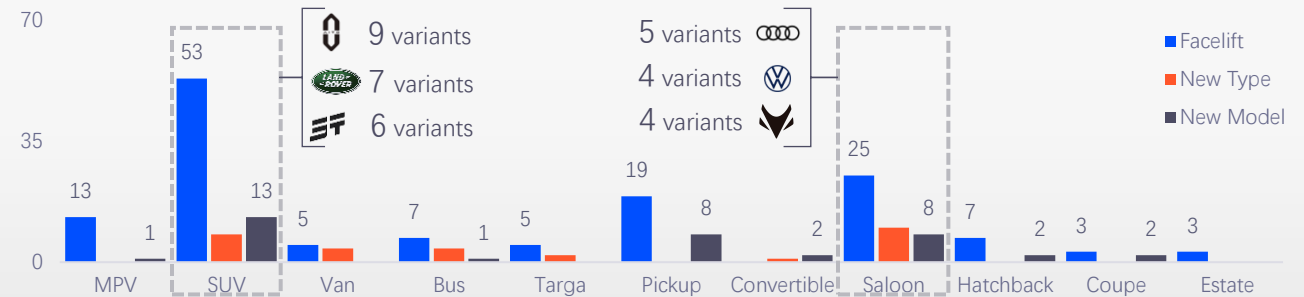
Note:
"Model" refers to new KTYPE models.
In the **first quarter of 2026**, a total of **13,119** KTYPEs were covered. In addition, **206** new KTYPEs were added in March 2026.



Distribution of Facelifts and New Models

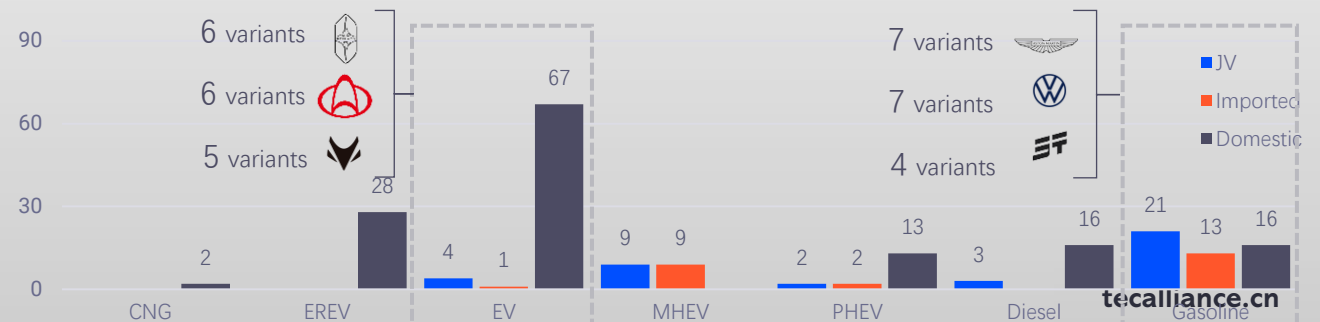
Body Type

Among the newly added KTypes, over 70% were SUV models. AITO completed upgrades for 9 SUV models during the month, while LAND ROVER (import) also accelerated its upgrade process, completing 7 SUV model upgrades. Nearly 20% were saloon models, AUDI (joint venture) completed 5 iterations.



Fuel Type

Among the newly added KTypes, there are 69 models with gasoline plus diesel modifications, which is comparable to the 72 pure electric models. In the upgraded models, domestic brands occupy the main position and cover all types of fuel, and traditional fuel types are not neglected, but they are particularly prominent in pure electric models.



Overview of OE Research Coverage for CN Mainland

CN Mainland OE Research Coverage Dive in

K-Type

VIO

OE Number and Linkage

10,033u. K-Type

3.19bil. VIO

1.98mil+ OE Linkage **458thou+** OE numbers

+11↑
monthly compared

60thou+ monthly compared

50thou+ quarterly compared **20thou+** quarterly compared



We lead the **digitalization** of the Aftermarket.

83|Brake Hose

8|Air Filter

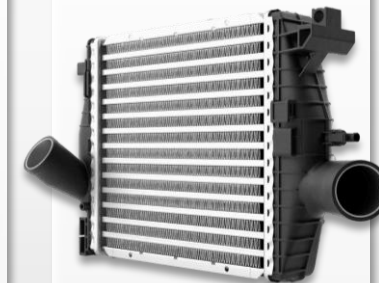
854|Shock Absorber

447|Compressor

82|Brake Disc

686|Spark Plug

471|Evaporator



Total matching OE
11023 units,
Quarterly compared **+300**
91.65%

VIO Covered
7884
Ktype Covered

Total matching OE
2650 units,
Quarterly compared **+59**
94%

VIO Covered
7330
Ktype Covered

Total matching OE
23513 units,
Quarterly compared **+468**
94%

VIO Covered
8135
Ktype Covered

Total matching OE
6705 units,
Quarterly compared **+91**
95%

VIO Covered
8515
Ktype Covered

Total matching OE
8935 units,
Quarterly compared **+200**
94.3%

VIO Covered
7854
Ktype Covered

Total matching OE
2490 units,
Quarterly compared **+30**

94%
VIO Covered
6698
Ktype Covered

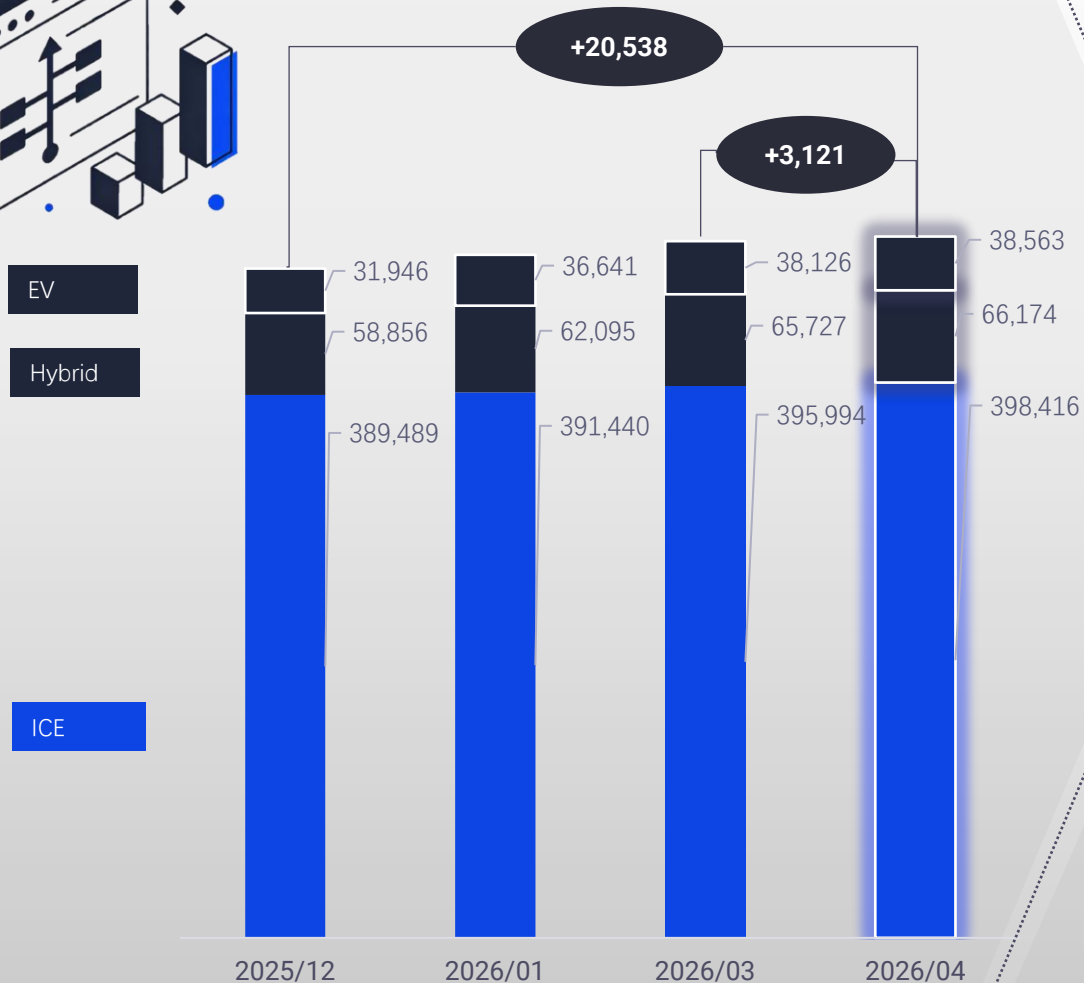
Total matching OE
3447 units,
Quarterly compared **+66**

93.6%
VIO Covered
7902
Ktype Covered

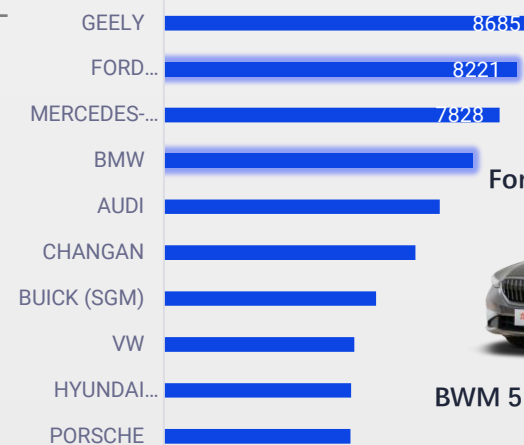
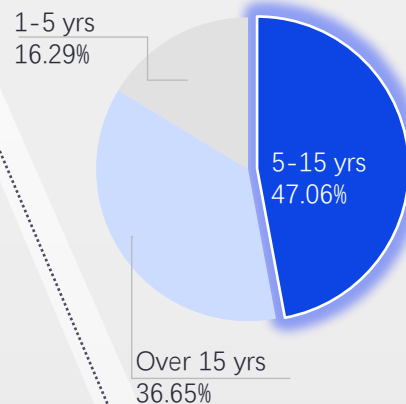
OE Numbers Research Progress and its Distribution by Vehicle

CN Mainland OE Number Movement and Distribution by Vehicle

#1 Total OE Number **458,197** units, and quarterly movement



#2 .. Healy half of the OE numbers for ICE are for vehicles from 5 to 15 years, BBA and Geely stands top

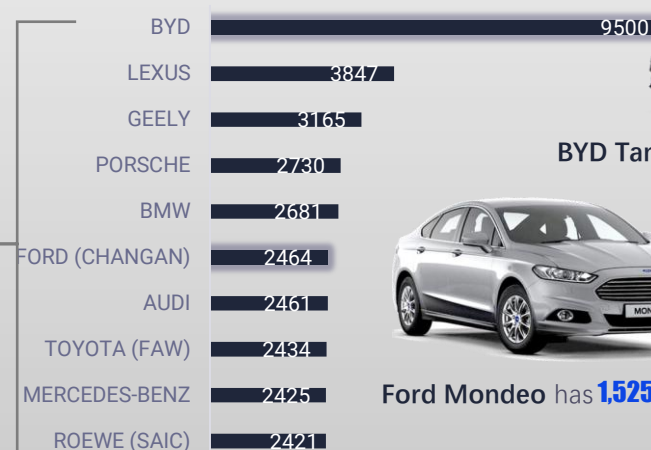
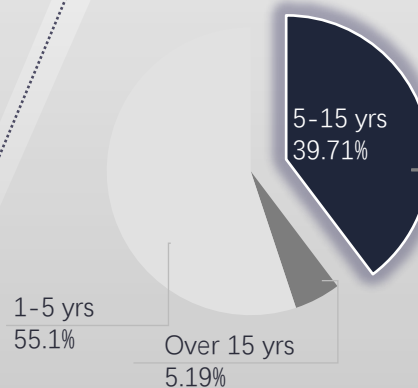


Ford Focus has **3,221** OE Numbers



BWM 5 Series has **2,671** OE Numbers

#3 .. NEV have a younger OE Parts profile, BYD stands ahead with enormous growth.



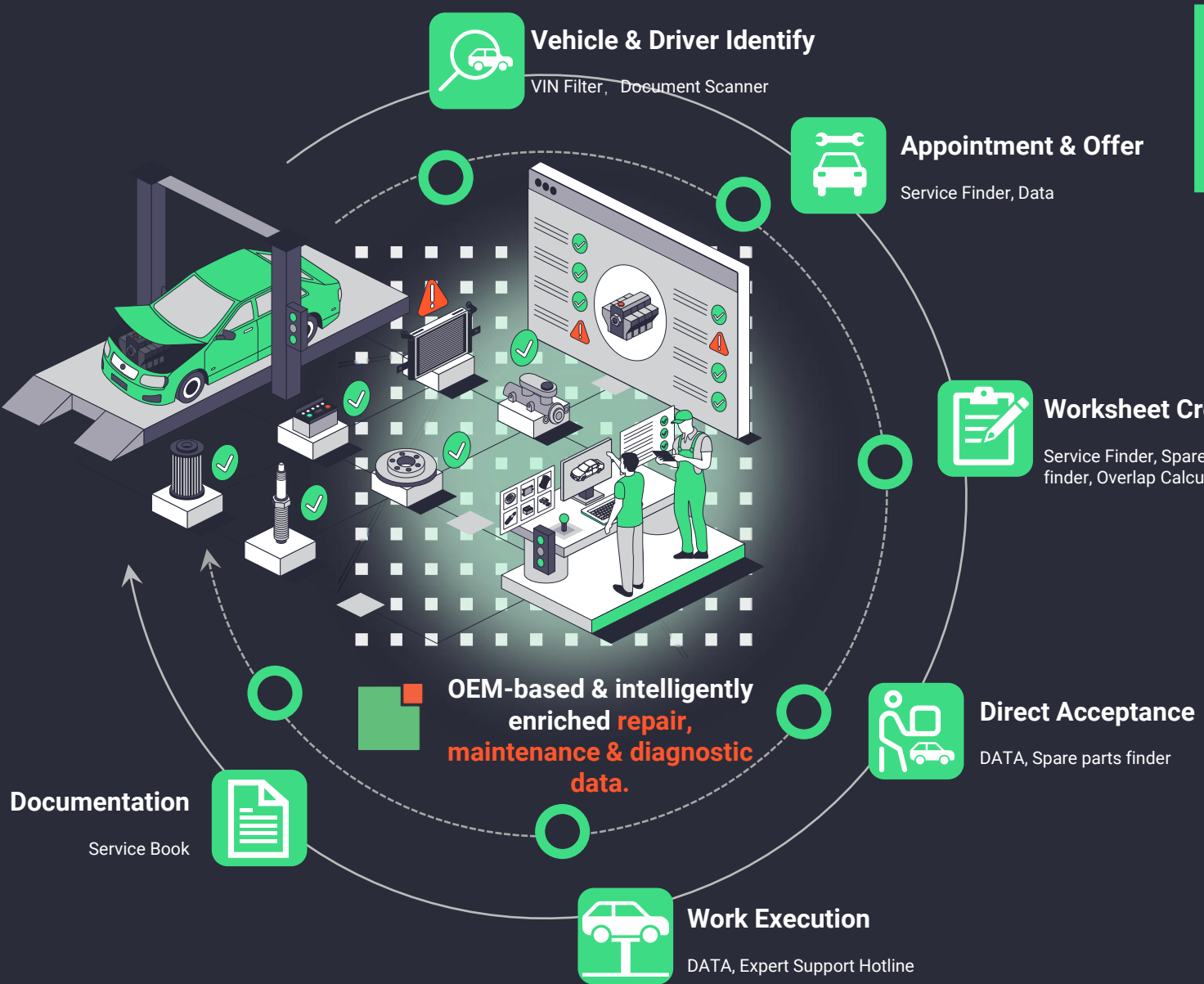
BYD Tang has **1,390** OE Numbers



Ford Mondeo has **1,525** OE Numbers

TecRMI is returning in a fully revamped edition.

Repair and Maintenance Instruction is returning



Comprehensive, manufacturer-compliant technical data for **repair, maintenance and diagnostics.**

Expert Support Hotline, Worksheet Creation
Service Finder
Identification of necessary, manufacturer-compliant maintenance based on mileage & date of first registration

Direct Acceptance
Spare Parts Finder
Complete spare parts suggestions based on the selected repair and maintenance work

Worksheet Creation
Overlap Calculation
Transparent calculation of labour times

Appointment & Offer, Worksheet Creation, Direct Acceptance, Work Execution
Expert Support Hotline
offer detailed explanation and instructions in written and visual form to carry out a repair safely, efficient and qualified



TecRMI Data Service and Data Coverage Overview



TecRMI Data Service and Data Research Progress

By integrating **TecRMI®** data into your processes, you can significantly increase your efficiency and reduce costs thanks to the simplified workflows.

We can provide API or data service, complete integration into customer's own processes or catalog solution, for easy access to repair and maintenance information + automatic login integration.

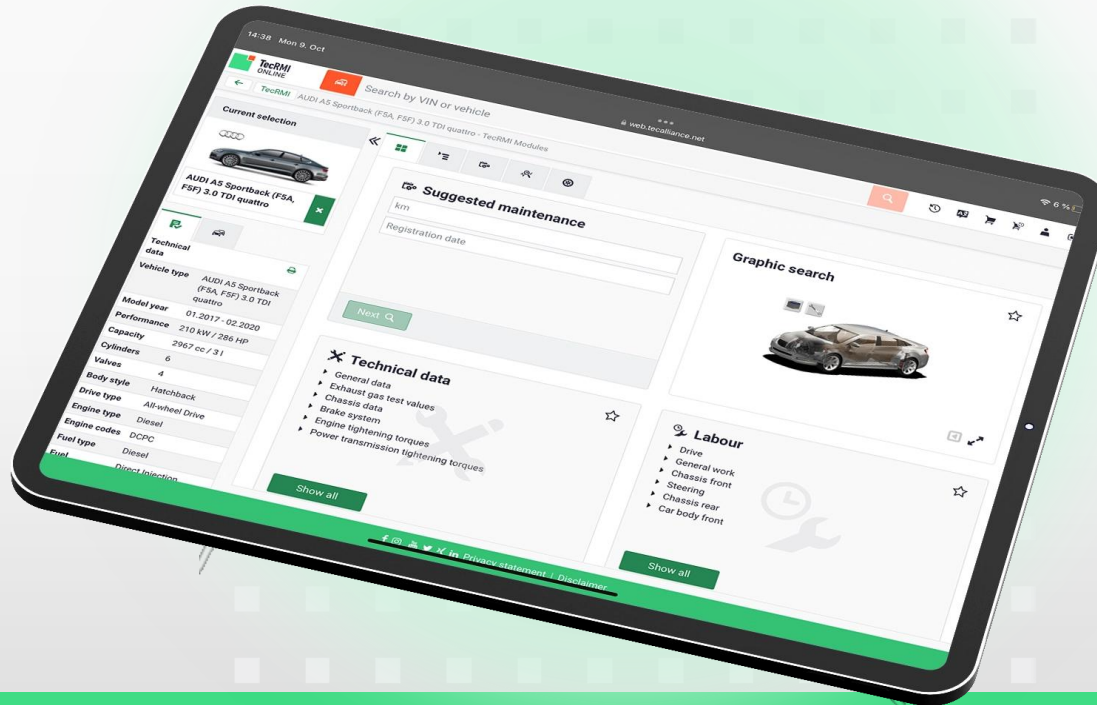
TIMES

covers reference time specifications/working values from vehicle manufacturers



ADJUST

provides information on tightening torques, - sequences, **fluid specifications** and more to ensure a professional job



MAINTENANCE

contains all information to service a vehicle according to the manufacturer's specifications.



MANUALS

offer detailed explanation and instructions in written and visual form to carry out a repair safely, efficient and qualified

Oil & Fluid Specification / Filling Quantity VIO Coverage (Samples)



Engine Oil



Gearbox Oil



Brake Fluid



Coolant



A/C Recondrerant



Others Available on Demand axleoils, steering oil etc.



VW(SVW) **90%**
VW(FAW) **85%**



AUDI(FAW) **86%**



TOYOTA (GAC) **81%**
TOYOTA (FAW) **86%**



HONDA (GAC) **67%**
HONDA (Dongfeng) **77%**



GEELY **67%**



CHANGAN **63%**
CHANGNA **71%**

03



TecAlliance Solution

- HCV API Solution

API Solutions for Easy Access to HCV Data

Heavy Commercial Vehicle Data API Service Fit into Your Business



More **convenient**, more **accurate**.

TecAlliance Heavy Commercial Vehicle Data API Interface Service comprehensively considers the parts lookup needs of various aftermarket stakeholders—including parts manufacturers, data research companies, repair shops, data consulting firms, parts distributors, and e-commerce platforms. If you need to improve data accuracy and expand product coverage, We provides you with a more convenient and more accurate API solution.

Our commercial vehicle API services include::

- ✓ **Decoding VIN to vehicle model**
- ✓ **Decoding VIN to original equipment (OE) part numbers**
- ✓ **Decoding engine number to OE part numbers**

Overview of HCV API Functions and Data Coverage



Deliver **standardized, accurate** commercial vehicle data to the Chinese market.



VIN to Vehicle Decoding

Instantly identify the vehicle model with a single VIN lookup — featuring more granular localization of region-specific configurations and globally standardized vehicle models.



EngineCodes to OE Decoding

Supports modular queries, including decoding basic information such as engine serial number, engine model, and engine order number to OE part numbers.

Support for the following three query types:

- ✓ Engine serial number or order number → Engine information
- ✓ Engine serial number or order number → Engine BOM
- ✓ Engine model → Parts BOM



VIN to OE Decoding

One-click VIN lookup enables fast, precise, and accurate OE information queries for genuine full-vehicle parts.

Support for multi-dimensional data queries:

Original equipment (OE) information: OE part numbers, OE part names, part replacements, quantities, etc.;

Standardized part names: Structured by part category and grouping for quick navigation of OE information;

Pricing inquiries: Wholesale price and retail price lookups.

03



Global Data Suppliers

- 2025 March

Welcome Onboard 2026 Mar



TecDoc®
DATA SUPPLIER



OLSAParts

ALANKO

STEINHOF

VARTA-AU

PRODEX

04

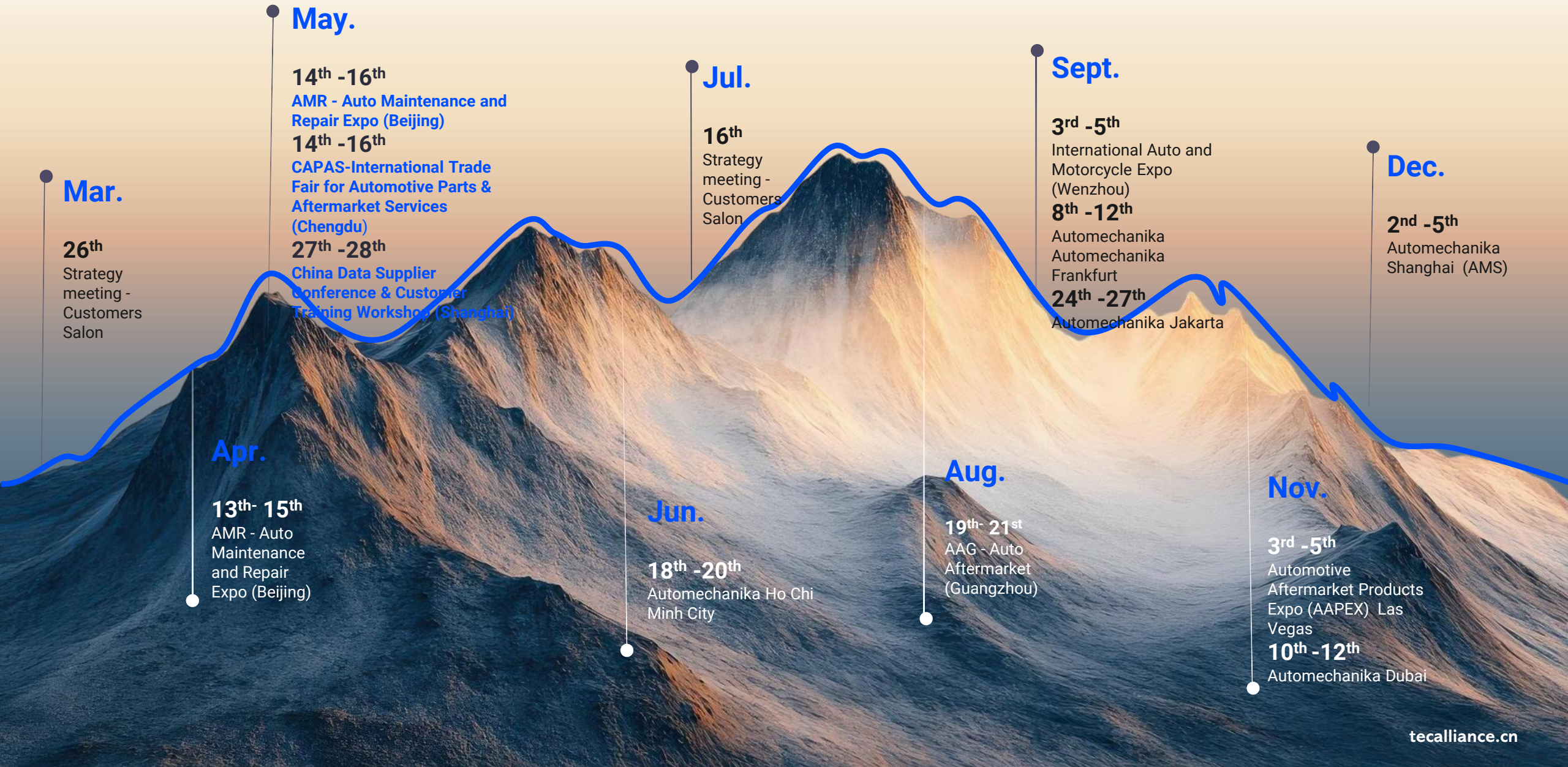


Marketing Activities

- 2026

Meet Us! – TecAlliance Marketing Activities for 2026

TecAlliance China Marketing Activities of the year 2026



Contact Us – Welcome your Inquiries

Contact Us – Your voice counts!



Commercial Director
China

Werner Chen



Email: Hongji.chen@tecalliance.net
Tel: +86 13564549252

Commercial Team

**Customer Centricity,
creating tangible
customer value.**



New Channel Sales Manager

Franky Zhou

Email: Qi.Zhou@tecalliance.net
Tel: +86 135 2479 6845



Team Coordinator China

Vivi Liu

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Tel: +86 182 2149 5081



Key Account Manager

Harvey Zhang

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Account Management China Taiwan

Calinda Zhang

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Sales Manager China

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Sales Manager China

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Sales Manager China

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Sales Manager China

Ryan Zheng

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Regional Marketing Manager China

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